

Message Text

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PAGE 01 HONG K 01626 180548Z

15

ACTION EA-10

INFO OCT-01 ISO-00 CIAE-00 COME-00 EB-07 INR-07 LAB-04

NSAE-00 PA-01 SIL-01 USIA-06 PRS-01 NSC-05 SS-15 SP-02

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FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 3820

USDOC WASHDC

INFO USLO PEKING

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E.O. 11652: N/A

TAGS: ETRD CH

SUBJ: PRC NATIVE PRODUCE EXPORT FAIRS IN KWANGCHOW AND TIEN-
TSIN

REF: A) STATE 31294 B) PEKING 0258

1. AN OFFICIAL OF TECK SOON HONG, PRC-OWNED HONG KONG
AGENT FOR CHINA NATIONAL NATIVE PRODUCE CORPORATION, TOLD
CONGENOFF THAT THE FOREST PRODUCTS FAIR IN KWANGCHOW (REFTELS)
IS PRIMARILY ORIENTED TOWARD HONG KONG AND MACAU IMPORTERS
WHO BUY FOR LOCAL COMSUMPTION. THE OFFICIAL, LEE YUEN-CHIU,
ADVISED THAT AMERICAN COMPANIES INTERESTED IN BUYING BAMBOO,
RATTAN AND OTHER SIMILAR NATIVE PRODUCE FOR EXPORT TO
AREAS OUTSIDE HONG KONG SHOULD ASK FOR INVITATIONS TO THE
SPRING CANTON FAIR, WHERE THE SAME COMMODITIES WILL BE
SOLD FOR GENERAL EXPORT.

2. HE CONFIRMED THAT THE FEBRUARY 1975 FAIR HAS BEEN
EXPANDED TO INCLUDE OTHERNATIVE PRODUCE EXPORT COMMODI-
TIES BESIDES THE LIMITED RANGE OF GOODS SHOWN AT THE
ORIGINAL BAMBOO PRODUCTS FAIR HELD ABOUT TEN YEARS AGO.
THESE, HE SAID, HAVE BEEN HELD ANNUALLY SINCE, WITH ONE
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PAGE 02 HONG K 01626 180548Z

HELD IN HONG KONG LAST YEAR, AND IN SHUMCHUN (ON THE

HONG KONG -KWANGTUNG BORDER) ABOUT FIVE YEARS AGO. CONGENOFFS VISITED THE HONG KONG FAIR LAST YEAR, WHICH WAS BILLED AS A FAIR SPONSORED BY THE KWANGTUNG PROVINCE BRANCH OF NATIVE PRODUCE CORPORATION , NOT THE NATIONAL CORPORATION.

3. ALTHOUGH OTHER AMERICAN FIRMS MAY HAVE BEEN INVITED, THE CONGEN AND AMCHAM KNOW OF NO OTHER AMERICAN FIRMS HERE-- WITH THE POSSIBLE EXCEPTION OF THE COCA COLA TRADE DEVELOPMENT CORPORATION (H.K.) -- THAT HAVE RECEIVED INVITATIONS OR ARE PLANNING TO ATTEND THE FAIR.

4. USE OF MINI-FAIRS TO EXPORT SELECTED PRODUCTS IS AN ESTABLISHED, IF NOT ALWAYS REGULAR, PRC EXPORT PRACTICE. THE HOLDING OF TWO SUCH FAIRS, ALMOST CONCURRENTLY, IN THE NATIVE PRODUCE SECTOR MAY HERALD GREATER USE OF THIS VEHICLE TO INCREASE EXPORTS IN A WIDER, BUT STILL SPECIALIZED, RANGE OF GOODS. WE WOULD VIEW THIS MORE AS UPGRADING THE SPECIALIZED FAIRS, RATHER THAN DOWNGRADING THE CANTON TRADE FAIRS. ALTHOUGH THE COMMENTS OF THE TECK SOON HONG OFFICIAL IMPLY THAT THE FOREST PRODUCTS FAIR IS STILL FOCUSED PRIMARILY ON THE HONG KONG MARKET, WE SUSPECT THIS MAY REFLECT TECK SOON HONG'S LOCAL ORIENTATION. ASSUMING THAT THE PRC'S INTENTION IS TO EXPAND THE SCOPE OF THESE FAIRS, WE WOULD EXPECT U.S. ATTENDANCE TO GROW APACE.

5. WE WILL CONTINUE TO MAKE ENQUIRIES HERE ABOUT THE CARPET FAIR.
CROSS

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